

# CONTRACT



**WOIO**  
**1717 East 12th Street**  
**Cleveland, OH 44114**  
**(216) 771-1943**

<u>Contract / Revision</u> 803819 /		<u>Alt Order #</u> 06259680
<u>Product</u> <b>OBAMA FOR AMERICA</b>		
<u>Contract Dates</u> <b>10/30/12 - 11/06/12</b>		<u>Estimate #</u> <b>1537</b>
<u>Advertiser</u> <b>Obama for America 2012</b>		<u>Original Date / Revision</u> 10/26/12 / 10/26/12
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Station</u> <b>WOIO</b>	<u>Account Executive</u> Teresa Difuria	<u>Sales Office</u> Telerep-Philade
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>IDB#</u>	<u>Advertiser Code</u>	<u>Product Code</u>
<u>Agency Ref</u>		<u>Advertiser Ref</u>

And:

**Greer, Margolis, & Mitchell #1**  
**1010 Wisconsin Ave.**  
**Suite 800**  
**Washington, DC 20007**

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/ Week	Rate	Type	Spots	Amount
E 1	WOIO	10/30/12	11/02/12	Action News at 430a	430-5a		:30			NM	5	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	-TWT--				5	\$40.00			
E 2	WOIO	10/30/12	11/02/12	Action News at 5a	5-6a		:30			NM	5	\$750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	-TWTF--				5	\$150.00			
E 3	WOIO	10/30/12	11/02/12	Action News at 6a	6-7a		:30			NM	5	\$750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	-TWTF--				5	\$150.00			
E 4	WOIO	10/30/12	11/02/12	The Early Show	7-9a		:30			NM	10	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	-TWTF--				10	\$100.00			
E 5	WOIO	10/30/12	11/05/12	CBS Evening News	630-7P		:30			NM	5	\$22,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	-TWTF--				4	\$4,500.00			
Week:		11/05/12	11/11/12	M-----				1	\$4,500.00			
6	WOIO	10/30/12	11/05/12	America Now	9-10a		:30			NM	5	\$375.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	-TWTF--				4	\$75.00			
Week:		11/05/12	11/11/12	M-----				1	\$75.00			
E 7	WOIO	10/30/12	11/02/12	Let's Make A Deal	10-11a		:30			NM	10	\$12,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	-TWTF--				10	\$1,250.00			
E 8	WOIO	10/30/12	11/02/12	Price is Right	11a-12p		:30			NM	10	\$20,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	-TWTF--				10	\$2,000.00			
E 9	WOIO	10/30/12	11/05/12	Action News at Noon	12-1230p		:30			NM	5	\$12,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	-TWTF--				4	\$2,400.00			
Week:		11/05/12	11/11/12	M-----				1	\$2,400.00			
E 10	WOIO	10/30/12	11/05/12	CBS Soaps	1230-2p		:30			NM	11	\$22,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	-TWTF--				9	\$2,000.00			

(\* Line Transactions: N = New, E = Edited, D = Deleted)

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**1717 East 12th Street**  
**Cleveland, OH 44114**  
**(216) 771-1943**

<u>Contract / Revision</u> 803819 /		<u>Alt Order #</u> 06259680
<u>Contract Dates</u> 10/30/12 - 11/06/12	<u>Product</u> OBAMA FOR AMERICA	<u>Estimate #</u> 1537
<u>Advertiser</u> Obama for America 2012		<u>Original Date / Revision</u> 10/26/12 / 10/26/12

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/ Week	Rate	Type	Totals	
											Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	11/05/12	11/11/12	M-----				2	\$2,000.00			
E 11	WOIO	10/30/12	11/05/12	The Talk	2-3p		:30			NM	10	\$6,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/29/12	11/04/12	-TWTF--				8	\$650.00			
	Week:	11/05/12	11/11/12	M-----				2	\$650.00			
	12	WOIO	10/30/12	11/05/12	Anderson	3-4p		:30		NM	10	\$2,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/29/12	11/04/12	-TWTF--				8	\$200.00			
	Week:	11/05/12	11/11/12	M-----				2	\$200.00			
E 13	WOIO	10/30/12	11/02/12	Action News at 4p	4-5p		:30			NM	10	\$5,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/29/12	11/04/12	-TWTF--				10	\$500.00			
E 14	WOIO	10/30/12	11/05/12	Action News at 5p	5-6p		:30			NM	10	\$15,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/29/12	11/04/12	-TWTF--				8	\$1,500.00			
	Week:	11/05/12	11/11/12	M-----				2	\$1,500.00			
E 15	WOIO	10/30/12	11/05/12	Action News at 6p	6-630p		:30			NM	5	\$12,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/29/12	11/04/12	-TWTF--				4	\$2,500.00			
	Week:	11/05/12	11/11/12	M-----				1	\$2,500.00			
E 16	WOIO	10/30/12	11/05/12	M-F 7-730p	7-730p		:30			NM	8	\$36,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/29/12	11/04/12	-TWTF--				7	\$4,500.00			
	Week:	11/05/12	11/11/12	M-----				1	\$4,500.00			
E 17	WOIO	10/30/12	11/05/12	M-F 730-8p	730-8p		:30			NM	8	\$40,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/29/12	11/04/12	-TWTF--				7	\$5,000.00			
	Week:	11/05/12	11/11/12	M-----				1	\$5,000.00			
E 18	WOIO	10/30/12	11/05/12	Action News at 11p	11-1135p		:30			NM	7	\$21,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/29/12	11/04/12	-TWTF--				6	\$3,000.00			
	Week:	11/05/12	11/11/12	M-----				1	\$3,000.00			
E 19	WOIO	11/03/12	11/03/12	11p-1205a	11p-1205a		:30			NM	1	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/29/12	11/04/12	-----1-				1	\$700.00			
E 20	WOIO	11/04/12	11/04/12	Lt Su Action News	1130p-1230a		:30			NM	1	\$750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/29/12	11/04/12	-----1				1	\$750.00			
E 21	WOIO	10/30/12	11/02/12	David Letterman	1135p-1238a		:30			NM	5	\$2,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/29/12	11/04/12	-TWTF--				5	\$500.00			
E 22	WOIO	10/30/12	11/05/12	Craig Ferguson	1235a-138a		:30			NM	5	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/29/12	11/04/12	-TWTF--				3	\$80.00			
	Week:	11/05/12	11/11/12	M-----				2	\$80.00			

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<u>Advertiser</u> Obama for America 2012		<u>Estimate #</u> 1537
		<u>Original Date / Revision</u> 10/26/12 / 10/26/12

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Totals	
											Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	5	WOIO	11/05/12-11/11/12	Craig Ferguson	1235a-138a	M-----	:30		<del>\$80.00</del>	NM		
			See MG 22.7,22.8									
	6	WOIO	11/05/12-11/11/12	Craig Ferguson	1235a-138a	M-----	:30		<del>\$80.00</del>	NM		
			See MG 22.7,22.8									
	7	WOIO	11/05/12-11/11/12	Late Craig Ferguson	1a-2a	MTuWThF----	:30		\$80.00	NM		
	Ⓜ		MG for 22.6,22.5									
	8	WOIO	11/05/12-11/11/12	Late Craig Ferguson	1a-2a	MTuWThF----	:30		\$80.00	NM		
	Ⓜ		MG for 22.6,22.5									
23	WOIO	11/03/12	11/03/12	Sat Early Show	9-11a		:30			NM	2	\$250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	-----2-				2	\$125.00			
E 24	WOIO	11/03/12	11/03/12	SA Action News at 7p	7-8p		:30			NM	1	\$525.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	-----1-				1	\$525.00			
E 25	WOIO	11/03/12	11/03/12	SA Action News at 7p	7-8p		:30			NM	2	\$1,050.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	-----2-				2	\$525.00			
E 26	WOIO	11/04/12	11/04/12	CBS Sunday Morning	9-1030a		:30			NM	2	\$4,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	-----2				2	\$2,000.00			
E 27	WOIO	11/04/12	11/04/12	Face the Nation	1030-11a		:30			NM	1	\$3,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	-----1				1	\$3,000.00			
E 28	WOIO	11/04/12	11/04/12	SU Action News at 630p	630-7p		:30			NM	1	\$2,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	-----1				1	\$2,000.00			
E 29	WOIO	11/04/12	11/04/12	Extra Weekend	130a-230a		:30			NM	1	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	-----1				1	\$150.00			
E 30	WOIO	11/05/12	11/05/12	Mon Hour 1	8-9p		:30			NM	1	\$4,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/05/12	11/11/12	1-----				1	\$4,000.00			
D 31	WOIO	10/30/12	10/30/12	Tue Hour 1	8-9P		:30			NM	0	\$0.00
D 32	WOIO	10/30/12	10/30/12	Tue Hour 2	9-10P		:30			NM	0	\$0.00
E 33	WOIO	10/30/12	10/30/12	Tue Hour 3	10-11P		:30			NM	1	\$3,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	-1-----				1	\$3,000.00			
E 34	WOIO	10/31/12	10/31/12	Wed Hour 3	10-11p		:30			NM	1	\$8,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	--1----				1	\$8,500.00			
E 35	WOIO	11/01/12	11/01/12	Thur Hour 1	8-9P		:30			NM	1	\$4,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	---1---				1	\$4,000.00			
E 36	WOIO	11/01/12	11/01/12	Thur Hour 2	9-10P		:30			NM	1	\$7,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	---1---				1	\$7,500.00			
E 37	WOIO	11/01/12	11/01/12	Thur Hour 3	10-11p		:30			NM	1	\$5,250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			

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<u>Contract Dates</u> 10/30/12 - 11/06/12	<u>Product</u> OBAMA FOR AMERICA	<u>Estimate #</u> 1537
<u>Advertiser</u> Obama for America 2012		<u>Original Date / Revision</u> 10/26/12 / 10/26/12

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		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/29/12	11/04/12	--- 1---				1	\$5,250.00			
E 38	WOIO	11/02/12	11/02/12	Fri Hour 3	10-11p		:30			NM	1	\$6,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/29/12	11/04/12	---- 1--				1	\$6,000.00			
E 39	WOIO	11/03/12	11/03/12	Sat Hour 2	9-10p		:30			NM	1	\$2,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/29/12	11/04/12	----- 1-				1	\$2,500.00			
D 40	WOIO	11/04/12	11/04/12	Sun Hour 1	7-8p		:30			NM	0	\$0.00
E 41	WOIO	11/04/12	11/04/12	Sun Hour 2	8-9p		:30			NM	1	\$4,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/29/12	11/04/12	----- 1				1	\$4,500.00			
E 42	WOIO	11/03/12	11/03/12	NCAA Football Reg Prime	8-11p		:30			NM	1	\$4,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/29/12	11/04/12	----- 1-				1	\$4,500.00			
E 43	WOIO	11/04/12	11/04/12	NFL Today	12p-1p		:30			NM	1	\$1,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/29/12	11/04/12	----- 1				1	\$1,200.00			
E 44	WOIO	11/04/12	11/04/12	Tailgate 19	11a-12p		:30			NM	1	\$250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/29/12	11/04/12	----- 1				1	\$250.00			
E 45	WOIO	11/03/12	11/03/12	NCAA Football	330p-7p		:30			NM	2	\$1,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/29/12	11/04/12	----- 2-				2	\$600.00			
E 46	WOIO	11/04/12	11/04/12	AFC GAME 2	4p-7p		:30			NM	2	\$40,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/29/12	11/04/12	----- 2				2	\$20,000.00			
E 47	WOIO	11/04/12	11/04/12	Browns Football	1-4p		:30			NM	1	\$50,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/29/12	11/04/12	----- 1				1	\$50,000.00			
E 48	WOIO	11/06/12	11/06/12	Action News at 5a	5-6a		:30			NM	1	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	11/05/12	11/11/12	- 1-----				1	\$150.00			
E 49	WOIO	11/06/12	11/06/12	The Early Show	7-9a		:30			NM	1	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	11/05/12	11/11/12	- 1-----				1	\$100.00			
Totals											180	\$388,050.00

Time Period	# of Spots	Gross Amount	Net Amount
10/29/12 - 11/09/12	180	\$388,050.00	\$329,842.50
<b>Totals</b>	<b>180</b>	<b>\$388,050.00</b>	<b>\$329,842.50</b>

**Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_

(\* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise, on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions.

This station does not discriminate in advertising contracts on the basis of race or ethnicity. Any provision in any order or agreement for advertising that purports to discriminate on the basis of race or ethnicity, even if handwritten, typed or otherwise made a part of a particular contract, is hereby rejected.